



MAR 10 1955

Mr. David M. Watt
Personnel Manager, Overseas Division
The Procter & Gamble Company
Cincinnati 17, Ohio

Dear Mr. Watt:

The program of psychological services to which you refer in your letter of February 15 was, during OSS days, clinically oriented. Insofar as any techniques were applied to foreign speaking individuals, they were very similar to those described in the book, Assessment of Men, published by Rinehart.

The program begun under OSS has continued and broadened in its scope. The kinds of tests used to supplement the kinds of material developed during OSS days include tests which are familiar to any competent industrial psychologist: verbal and reasoning skills, verbal fluency, clerical and mechanical aptitude tests, interest tests, etc. I am sorry I cannot be more specific, but as you well know from your own highly regarded selection program, tests cannot be discussed apart from their specific validation studies, and discussion of these would take us into classified areas.

Very truly yours,

/s/

L. K. WHITE
Deputy Director

OTR/EAR:nm (2 Mar 55)
Retyped DTR:ep (5 Mar 55)
Distribution:

Orig. - Addressee

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Approved For Release 2001/03/02 : CIA-RDP78-04718A001800220018-1

CONCUR:

Matthew Baird

Document No. 10
No Change in Class. <input checked="" type="checkbox"/>
<input checked="" type="checkbox"/> Declassified
Class. Changed to: TS S C
Next Review Date: _____
Auth.: HR 70-3
Date: 26 Dec 78
By: 016